

Message Text

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17

ACTION EB-07

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FM AMEMBASSY PARIS

TO SECSTATE WASHDC 1383

UNCLAS PARIS 18621

E.O. 11652: N/A

TAGS: BEXP, FR

SUBJECT: EXPORT CONTROLS - FOWLER-DEBRE AGREEMENT

L. IBM FRANCE TOP MANAGEMENT HAS ASKED EMBASSY FOR DETAILS OF ORIGINAL FOWLER-DEBRE AGREEMENT REGARDING EXPORT CONTROL ADVANCED COMPUTERS TO FRANCE. IN PARTICULAR WOULD LIKE ANY REGULATIONS, GUIDELINES OR OTHER INFORMATION ON PROCEDURES FOR OBTAINING EXPORT PERMITS THAT MAY HAVE BEEN LAID DOWN AT TIME OF ORIGINAL ACCORD IN 1966.

2. ONE SPECIFIC POINT ON WHICH INQUIRERS WOULD LIKE RULING IS WHETHER RESTRICTIONS CURRENTLY IN FORCE WOULD ALSO APPLY TO COMPONENTS AND PARTS. SEEMS IBM INTENDS SET UP ASSEMBLY AND EVENTUAL PARTIAL MANUFACTURE OF SOPHISTICATED UNITS IN FRANCE.

3. ON GENERAL SUBJECT OF SPECIAL CONTROLS BEING APPLIED TO ITS PRODUCTS, IBM GROWING PROGRESSIVELY IRRITATED WITH WAY IN WHICH GOF USING THEM TO BENEFIT IBM COMPETITORS. WHILE ORIGINALLY APPLICATIONS TO IMPORT TOOK TWO WEEKS AT MOST TO PASS THROUGH FONMIN NOW TIME LAG THREE MONTHS AND MORE. ACCORDING TO IBM OFFICIALS FONMIN DELAYING APPLICATIONS TO INFORM IBM COMPETITOR (FRENCH CONTROLLED CII - WHICH RECENTLY MERGED WITH HONEYWELL) OF PROPOSED IMPORTS AND ALLOW THAT FIRM TO TRY TO PERSUADE CUSTOMER TO BUY FRENCH INSTEAD OF IBM.

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4. EMBASSY WOULD APPRECIATE SOONEST RESPONSE TO ABOVE
QUESTIONS AND FORMAL STATEMENT OF CURRENT WASHINGTON
POLICIES AND VIEWS REGARDING EXPORT CONTROL OF COMPUTERS
TO FRANCE.
GAMMON

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